Flowpoint
BUSINESS ADVISORY

INDUSTRIAL DISTRIBUTION

Turn sales into stronger margins.

For owners and GMs of industrial distributors.

Customer and product margins

Test pricing, discounting and cost-to-serve using the data you already hold.

Stock and working capital

Identify slow stock, service trade-offs and practical ownership of inventory actions.

Sales execution

Set clear account priorities and a weekly rhythm for pipeline, pricing and follow-through.

START WITH A COMMERCIAL PERFORMANCE REVIEW

$4,800 + GST | one business unit, one agreed question

Up to three adviser days over 2–3 weeks. Selected data review, key discussions and a management readout with three priorities and a 90-day action plan.

Scope and data readiness agreed before booking. Further work quoted separately.

Scott Sparre GAICD

Senior executive experience in energy and industrial businesses, including national LPG leadership, P&L; responsibility and multi-site operations.

Implementation support and interim operational leadership available under a separate scope.

Arrange a 30-minute discussion with Scott

scott@flowpointbusinessadvisory.com.au

Melbourne | Assignments across Australia